

# AAA CONFERENCE NEWS

J. 42  
N 76 Aa

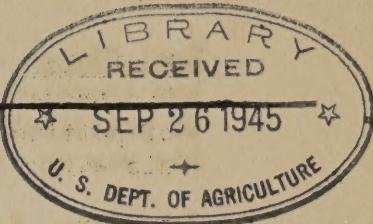
NORTHEAST REGION

Cop. 2

Vol. I

WEDNESDAY, DECEMBER 4, 1940

No. 1



Another big daily with "all the news printed to fit" makes its debut among the newspapers in New York City. Its circulation is 500 (add your own ciphers) and it is expected eventually to reach into homes in the nine northeastern states. It is presented in this tabloid form in line with the trend in newspaper makeup, and because the editors figure the amount of news they can get won't need more than three or four pages anyway. The paper's chief mission on earth is to give you, as conference delegates and guests, additional information to that found on your program as to Who's Who and What's What. It does not expect to become famous, but hopes it will not become infamous.

A name for this sheet was a problem. Among the suggestions received appeared: Barbizon-Blurps, Barbizon-Bubbblings, and Barbizon-Blabs. Other suggestions were even less complimentary. However, we had to have something orthodox about the paper...so we decided to have it in the name.

But what's in a name...just look at the list of much more important names appearing on the Conference Program. Let's look at the names on...

## TODAY'S PROGRAM

Carl G. Wooster, for example...You know that he's chairman of the New York State Committee...and maybe you know that he's chairman of the Regional AAA Committee and as such insisted on presiding at this conference...but did you know that he runs quite a farm just east of Rochester, N. Y.? What do you think about a man who talks of apples in hundreds of acres and does the same thing about cherries...and then, on the side, has about 100 head of extremely high-bred Holsteins? There's no doubt about it...he's really quite a fellow. He's president of most everything in sight - Holstein breeders, cherry growers, 4-H's and the Union Hill Voluntary and Defunct Fire Department.

And look at the next name on the list...Ralph Graham...did you know that he has a big dairy and poultry farm in the Merrimack Valley in New Hampshire? Ralph's working there...when he isn't serving as Chairman of the State AAA Committee...or as President of Eastern States Farmers' Exchange...or as a Director of the Federal Land Bank of Springfield. And here's something else you didn't know...you'll see some of his cows and his pasture in the Northeast movie which is coming out soon (we hope!).

And now for the low-down on

#### THE SPEAKERS

Karl Olsen - Consumer Advisory Council, National Defense Commission, has traveled through Europe, Latin America, and the East as a student of political economy and social and economic problems. He has worked his way up from a North Dakota farm.

John Hamm is first assistant to Leon Henderson, being Deputy Commissioner of the Price Stabilization Division of the National Defense Advisory Commission. He has served the government for several years as an economist, and has the reputation of having the real low-down.

Eric Englund has been an outstanding figure in the Bureau of Agricultural Economics for many years and is now Assistant Chief of that Bureau - and that's the greatest statistical and economic service agency that any industry has in any country in the world.

David Meeker, principal agricultural economist with the BAE, specializes on the Farm Program. He is the liaison officer between the Department of Agriculture and the National Defense Commission. Dave is really where history is being made these days.

Howard B. Boyd was at one time Assistant Director of the Northeast Region. At present he is Director of the Division of Special Programs. He is rated as having one of the keenest minds in the country.

#### REGIONAL REPRESENTATIVES

We are honored by the attendance at this conference of several representatives of other regions. We welcome them and hope their visit with us will be a pleasant one.

The North Central Region is represented by Harry N. Schooler, Director of the Division, and by Charles W. Stickney from Minnesota. Mr. Schooler is a rancher and farmer from South Dakota who has served in local, State and Regional administration of the AAA Farm Program since 1933. He has the honor of having directly succeeded Secretary Claude R. Wickard as Director of the North Central Division. Mr. Stickney is chairman of the Minnesota State AAA Committee and operates a general farm about 50 miles from the Twin Cities. He is a corn-hog farmer and also grows grain and has a herd of dairy cows.

The East Central Region is represented by A. A. Deakins from Tennessee and Robert S. Reed from the Washington office. Mr. Deakins is chairman of the Tennessee State committee and operates a 700-acre general farm in East Tennessee. He has dairy cattle and raises wheat, tobacco and other crops. Mr. Reed is Chief of the Program Operations section of the East Central Division and comes from Kentucky.

The Western Region also has two representatives, Gus Geissler from North Dakota and Harold E. Schwartz from the Regional Office. Mr. Geissler was born and raised on the 1900 acre grain and livestock farm he now operates. He has 1200 acres of cropland, 500 acres of it in wheat. Mr. Geissler worked his way up from community committeeman to his present position as member of the North Dakota State AAA Committee. Mr. Schwartz is head of the Program Operations Section of the Western Region.

The Southern Region is represented by Thos. L. Ayres, a native of North Carolina and Chief of the Program Operations Section for the Division. Mr. Ayres has attended other Northeast conferences and we are glad to see him again.

#### MAY WE PRESENT THE LADIES?

We are especially fortunate this year in having the assistance of five capable young women from the Washington office. Miss Inez Seastrand and Miss Burnita O'Day have charge of general conference work; Miss Lilly Frankel and Mrs. Vesta Y. Savonis will record the proceedings at the general sessions; and Mrs. Virginia Lyle will be at the Information Desk to provide general information, information on special tours in New York City and information on travel forms and vouchers. Their work will keep them fully occupied evenings.

#### OUR REGIONAL COMMITTEE

Our Regional AAA Committee, composed of the chairmen of the State Committees of the nine states in the Northeast Region, appear in a panel discussion today. Carl Wooster and Ralph Graham are mentioned on the front page of this issue, but today's panel will demonstrate that the other members are equally important men. Fred Nutter of Maine is a prominent canning crop, dairy and potato farmer, Will Sinclair produces fluid milk and maple syrup in Vermont and is one of the cooperative leaders of that State, Charlie Jordan is a specialized dairy farmer selling retail milk and is president of the Massachusetts Farm Bureau, and Jacob Menzi has vegetables and dairy cows on his Rhode Island farm and is active in farm credit and cooperative work. Julian Thayer has made his way up the hard way - from farm hand to owner of a successful dairy and poultry farm, Charlie Collins of New Jersey has a large scale fruit and vegetable farm near Philadelphia, and Jim Walker runs a dairy and general farm in southwestern Pennsylvania in addition to being the administrative head of the AAA organization in that State.

#### NIGHT LIFE IN NEW YORK

Information on tours and special events can be secured from Mrs. Lyle at the Information Desk. Special rates have been arranged for tours to Chinatown, Rockefeller Center, Radio City and for city tours. A limited number of passes are available to the Cavalcade of America radio broadcast this evening and to Fred Waring broadcasts tonight at 9:30 p.m., tomorrow night at 11:00 p.m., and Friday night at 7:00 p.m. Mrs. Lyle also has a very limited number of passes to sessions of the Night Court tonight and tomorrow night.

(Continued from page 10)

and now will be considered and has been called "moral" and  
"political" thought and more attention. A. Lowell has argued that most  
of the time the public will be more willing and all Americans are at most  
moderately interested with the exception of those who have been  
engaged in politics and are in general an apathetic class and are  
not to political movements attached with the loss of interest in politics  
and political affairs.

Within a number of years the influence of political parties will  
not be dominant and there will be less and less political strife to  
the benefit of the business community which believes and wants an  
orderly and peaceful life.

### POLITICAL PARTIES IN THE

population and opinion of men shift considerably. Differences are still  
seen and with certain modifications will not prove serious. Differences will be  
more pronounced, however, in regard to party affiliation with the increase  
in the population of Negroes. It appears that the Negro's will be  
more interested in the political arena than has previously been the case.  
He will at present believe in an independent party although he does  
like those about him because his work forces him to follow the lead  
of those before him.

### POLITICAL PARTIES IN 1930

What will be important in 1930 is not the question of whether AAA, Prohibition, and  
Farming will change and what will be done with all the institutions  
and all the policies and political ideals that have been established. What becomes  
will affect the government like living bodies and cannot help to move back  
and forth to some extent. A political party can stand on one side  
or another, but it cannot stand on both sides. One party can claim the other  
party's position and the other the other party's position. This kind of  
reciprocal political influence is not always allowed, and just to establish  
one's own independence and in freedom of the will of the people will be  
very hard to do, and even with the politicians and political parties this  
is not necessarily so. Since our country has always had at various times  
institutions in the form of bank and money, you know and if you sit down  
alone and if you speak well to yourself all alone and nothing but you  
yourself a man suddenly says, "I'm independent now and independent has stuck  
me just as bad as it did you." This is a very good illustration of how  
it is possible to sustain an independent institution at one time. However, has  
nothing built up something else or something else has built up something else.

### NOTES ON POLITICAL PARTIES

With such changes of the nature changes has come in governmental  
and business and other fields. And governmental has to adapt  
itself to the new conditions. These changes will affect the government of course  
but also the individual and of himself the person to whom he belongs and will  
be affected especially largely by the nature of the person who is regarded either  
as a work in progress or not. One could be made worse off when one  
goes to extremes of opinion in either politics, money, and politics and  
nothing written has stayed true to itself.

Reserve

1.42  
N 76 Aa  
V. I, no. 2

AAA

# CONFERENCE NEWS

## NORTHEAST REGION

LIBRARY  
RECEIVED

★ FEB 27 1941 ★

VOL. I December 5, 1940

U.S. Department of Agriculture  
No. 2

The Conference News extends a welcoming hand to the following:

County Agricultural Agents and Assistant Agricultural Agents who were in attendance yesterday at the Regional Conference. We expect and hope we'll have several additional agents visit us today.

Vermont -- Frank Jones, Gordon Gates, R. C. McWilliams,  
T. H. Blow,

New Hampshire -- Royal W. Smith, Ed Holden, J. A. Purington.

Maine -- M. Stetson Smith, Ray Lovejoy, W. S. Rowe.

New York -- A. L. Shepard, Robert Foote, Henry Paige, Clarence Denton, Oscar Sellers, Russ Gary, Clarence Johnson, William Moore, Lacy Woodward, Fred Morris, Mike Buckley, Herb Davis.

New Jersey -- W. P. Watson, Chas. H. Gould, R. E. Harmon, D. M. Bobbitt, Erley G. Bowen, H. C. Bidleac, L. B. Williams, Fred D. Asmand.

Connecticut -- L. M. Chapman, W. R. Harris, Stanley Garnt, Phillips Dean, Roy Norcross, W. L. Brown, Raymond Wing.

Rhode Island -- W. H. Wood, G. C. Gunn, Merrill Abbey.

Massachusetts -- J. T. Brown, H. A. Brown, Allen Leland, F. A. Skogsberg, E. M. Ricker.

WE HAVE WITH US TODAY:



Oris Kells, the "National walking and talking encyclopedia on the facts of the farm program", grew up on a ranch in New Mexico but has spent practically all his working life in the BAE. He is one of those economists who knows something about everything.

"Bob" Montgomery, the inspiring breeze from the Southwest, is no stranger to the Northeast. He has fascinated us before and we're rarin' to hear him again. Bob grew up on the range and developed into a successful business man as well as one of the foremost economists in the country.



## TODAY'S PANEL DISCUSSION

Industry, Labor and Agriculture... what a team for national defense. We're glad to have the opportunity of seeing them in action.

Industry will be represented in today's discussion by James W. Hook of New Haven, Conn. Mr. Hook is a nationally known engineer and industrialist who has served on important national committees under both President Hoover and President Roosevelt.

Labor is represented by Mrs. Julia O'Connor, New York City organizer for the American Federation of Labor.

The farmer representative is Warren Whittier of Pennsylvania... a Boston boy who graduated from Harvard, did graduate work at Mass. State, and became a national authority on animal breeding. He has a fine herd of Guernseys on his farm in Eastern Pennsylvania and travels extensively as an animal breeding consultant. He was formerly chairman of the Pennsylvania State AAA Committee, and one of his present positions is that of Agricultural Representative on the Philadelphia Federal Reserve Board.

Dr. Montgomery and Mr. Wells will complete the panel.

### CONFERENCE COMMITTEES

#### Adjustment of Production

Shaun Kelly, Chairman, Richmond, Mass., a lawyer-farmer. Dairyman in Western Massachusetts. Has been a member of the State committee for many years. Other members are: O. R. Hallon, Rhode Island, J. S. Wickham, N. Y., D. K. McLeod, N. H., F. P. Hagan, Mo., C. A. Kulp, Pa., J. A. Blakeslee, N. J., G. H. Bahr, Conn., and M. M. Miller, Vt.

#### Conservation

E. Francis Branen, Chairman, Fairfield, Vt., dairy farmer; owner of 3000 maple sugar trees. Claims that his 10 children represent a larger family than that of any other committee man at the Conference. Frank says that if he has any rivals, he wants to know about it. Long, rangy, slow-talking and fast thinking, Mr. Branen has been called a "Vermont Will Rogers." Other members of this committee are: C. L. Slayton, N.H., E. L. Carr, R. I., J. C. Ewart, N. J., R. H. Boothby, Mo., D. J. Minor, Conn., D. L. Fulkman, Pa., E. G. Post, N. Y., and Warren Ide, Mass.

#### Quotas, Loans, Market Agreements, etc.

Frank Hussey, Chairman, Prospect Isl<sup>n</sup>, Maine, Big seed potato grower... about 300-400 acres. Potato shipper. Is an authority on geography for the Texas committee (to their financial embarrassment) that he proved to

Aroostock county is larger than any county in Texas. This experience places him as one of the only known Northeast committeeman who has made a real profit out of these Conferences. He is a member of the potato firm of Chas. E. Hussey & Sons, Inc. and travels extensively as their sales representative. Other members: A. C. Bardwell, Mass., L. A. Chapin, N. Y., K. S. Roberts, N. J., H. F. Joy, Conn., C. A. Zehner, Pa., A. H. Fletcher, N. H., D. M. Smith, Vt., and W. C. Gustafson, R. I.

#### Expanding the Market

Paul Sargeant, Chairman, Cardia, N. H. - dairy farmer, director and vice-president of Concord P.C.A., treasurer of Manchester Dairy System. He grew up in a banker family, but chose farming as a profession. He represents the business point of view at its best in the field of agriculture. Other members are: H. F. Tompson, Mass., W. J. Ricker, Me., N. C. Mullon, Pa., A. W. Powers, R. I., E. H. Horton, Conn., G. D. Bailey, Vt., V. S. Gator, N. Y., H. W. Voorhees, N.J., and F. G. Talmage, N. Y.

#### Protection from Increasing Costs

Ralph DuWolfe, Chairman, Oneida, N. Y. An Ohio boy who migrated to New York and became a successful dairyman. Ralph keeps fine looking Holsteins on his farm east of Syracuse. Other members are: F. Verrill, Mass., R. Elliott, Me., Clydo Klouser, Pa., Howard Turner, N. H., E. W. Skilton, Conn., G. N. Baldwin, Vt., T. H. Dilts, N. J., and G. M. Madison, R. I.

#### Agriculture and National Defense

George W. Schuler, Chairman, Fleetwood, Pa. - outstanding State Grange leader; State F.S.A. committeeman. "The voice of the Pennsylvania Dutch." George is a substantial and very sound farmer in that area in Eastern Pennsylvania which is known as one of the most thrifty farming sections in the world. Other members: M. G. Gray, Mass., Mr. Wells, N. Y., W. G. Beebe, Vt., E. C. Smith, Mo., A. E. Houston, N. H., T. Schreiber, Conn., and W. Oertel.

#### INVITATION TO MACY'S

At the suggestion of Mr. William Byrd, formerly Executive Assistant of the AAA, Macy's is extending the Convention a cordial invitation to make "behind the scenes" tours of the store.

These tours are conducted daily at 11:30 A.M., 2:00 and 4:30 P.M., and take an hour. Some of the highspots are the Hospital, Bureau of Standards, and Delivery Department.

Those interested should go to the Personal Shopping Department on the second floor.

*op. 2*

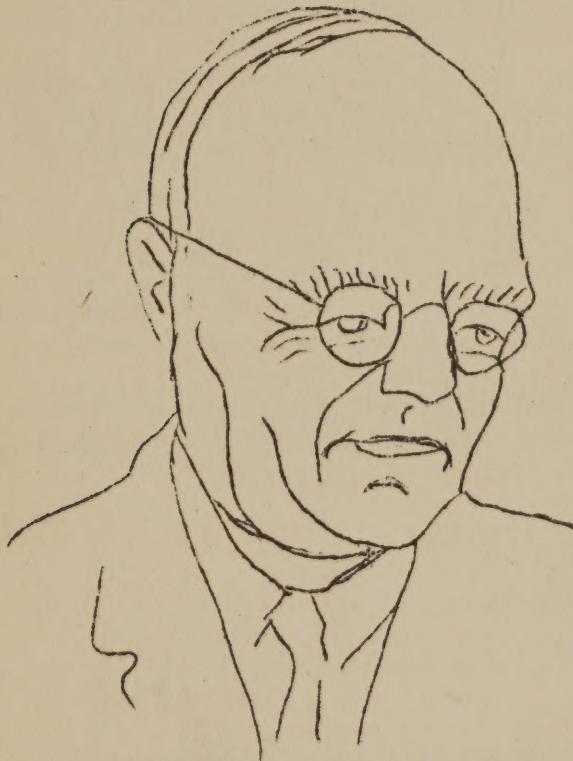
~~AAA~~ *O'reilly*  
~~CONFERENCE NEWS~~

NORTHEAST REGION

---

*Ad. I*

*No. 3*



A. W. MANCHESTER

"The moving spirit of this convention and of all Northeast meetings he attends. The entire northeast has come to depend on him for advice and guidance. We offer this as a tribute to the man whom the AAA farmers of the Northeast have come to revere".

Carl Wooster,  
New York



## HITTING THE HIGHSPOTS

"National Defense is the most vital matter before the American people today. All our thinking, all our activities, revolve about that focal point.

"We are quite ready, as a Nation, to pledge, once more, 'our lives, our property, and our sacred honor' to defense.

"We are defending America--Old Glory--The United States--the American way of life--democracy. Of course. But just what is this American way of life--this democracy--that we are willing to defend with everything we have and are?

"If anything, worth our supreme effort, it is a philosophy of life--a theory of the way human society should be organized and operated.

"In social terms: We want a society in which every individual has a free and equal opportunity to develop his own talents to the utmost, and to use his talents for his own satisfaction and the satisfaction of his fellows.

"In economic terms: We want every man to have an opportunity to work, at the sort of jobs he likes, and to enjoy the fruits of his own labor. We want the peace standard of living possible for all people. We want our lands, our labor and our technology to be employed in producing goods for all of us to use and enjoy. Jefferson said: 'the greatest good to the greatest number.'

"And we want individual enjoyment of goods to be related as closely as possible to that individual's contribution to the common effort in producing those goods."

---Prof. Robert Montgomery,  
Professor of Economics,  
University of Texas.

"Employment, of course, is the crux of the whole problem--the crux of the consumption problem, the crux of the unity problem. When payrolls are flowing and people are working, we get a measure of prosperity and happiness. We are getting it now on the dismal prospect of preparation for war. But we are getting it.....

"I think we are in a state of rather fine spiritual unity in this country. I see on the part of business and industry a mood of acceptance of labor organization, per se. Not necessarily all that labor is asking for at the immediate moment, but that old rugged Americanism which was bound to stamp out all trace of organization seems to be replaced by a reasonable and business-like and generous acceptance of labor rights. That seems to me to be a tremendous step toward labor unity. I hope it can be preserved".

--Julia O'Connor Parker,  
American Federation of Labor

### HITTING THE HIGHSPOTS

"Success of help to agriculture depends upon the real organization of agriculture. We now have the structure of organized agriculture. How real the organization is depends on how far as an organization we have thought through problems. Until the great bulk of farmers are participants in spirit and mind in the program we will not have achieved real organization.....The purpose of this conference is to get a clear understanding of the broad problems and arrive at an agreement on what should be done about them.

---A. W. Manchester, Regional Director

"Individual initiative and group organization are both needed---Democracy is the last outpost; we're here to defend it....We want the delegates to carry the reality, the psychology, and the spirit of this program back to the counties.

---Carl Wooster, N.Y. State Committeeman

"To my mind, young men anxious to start in farming for themselves have greater opportunities today than twenty years ago. Better credit facilities, the growth of cooperatives, and the fact that the Government is lending a helping hand through such agencies as the AAA gives farmers a real feeling of security.

---Julian Thayer, Conn. State Committeeman

"Compared with the totalitarian states, it has been charged that America is soft. I believe that in America our young men are strongly developed specimens, have flexible minds and mechanical ability to match the man power that the dictator nations have built up. There is every reason to believe that America will survive the present crisis.

---Orris Wells, BAE economist.

"In the present emergency it is important that we see more clearly and be more conscious of the overall interests that bind us together, and forget petty points of conflict.

---Eric Englund, Ass't Chief, BAE

"Here in the Northeast farmers are producing almost entirely for nearby domestic markets. With greatly increased purchasing power in these markets it may look, offhand, as though the adjustment problem in the Northeast is simple and merely calls for increased production all along the line. But if all our agriculture is to be much more dependent than formerly upon the domestic market alone, farmers in the Northeast need to know what adjustments are going to be made in other regions. Moreover, they have great interest in helping to use the Triple-A program to bring about the best possible adjustments in other regions--the adjustments that are best not only for agriculture but for the national well-being."

---Howard B. Boyd, Director of the  
Division of Special Programs

The Lighter Side

WHICH BIBLE?

Dr. Montgomery of the University of Texas, during his talks around the Northeast Region last summer, indicated that his fellow Texans frequently referred to the Bible for guidance and inspiration. We in the Northeast would like to know which Bible-----the St. James version or Dana X. What's the answer, Bob?

Charley Chaffee, husky Bradford County (Pa.) committeeman, has been entertaining the boys so successfully with an ace in the hole, that he mailed his wife a big check that he had brought along as a reserve--He attached this notation: "Dear mom, enclosing check, don't need it. Ran into something soft; Mail that old deck of cards I left in the barn. If this keeps up, don't know when I'll be home. Keep feeding the cows".

Triple-A educational work has broken into a new field--of all places, New York's swank hot spot, Leon and Eddie's. A crash of cymbals: a fanfare of trumpets and the M.C. announces farm night with this: "Ladies and gentlemen: we have with us tonight Triple-A farmers from 21 counties in the northeast, representing 600,000 farmers who produce one-third of our food". The 21 boys piloted by Howard Cummings, Hansell French et al took a bow, dined, danced, and hoped for the dancing bubbles to burst.

A prominent Washington economist was seen at the Gayety Theatre Wednesday night. No doubt he obtains plenty of esthetic enlightenment if not economic enlightenment. Present also were some of the Connecticut County Agents obtaining further information on the value of "visual" education.

Oscar, the headwaiter, tells us that 1200 cheeses are used weekly in the hotel. That makes quite a phew, doesn't it?

One of the outstanding talks on the first day was by Dr. Hamm on the subject of beef.

